



JPL Conference

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A horizontal banner image showing a celestial scene with a large planet on the left, a ringed planet in the center, and a comet on the right, all set against a starry space background.

Vision for Space Exploration

- With the NASA mission shifting from shuttle to exploration, the opportunities for prime contracting with small business will probably decline during the early research and development phases.
- The opportunities for small business participation should increase after these concepts are in production.



Small Business Performance History

	FY-03	FY-04	FY-05	FY-06*
PRIME				
Goal	17.0%	16.2%	16.2%	16.2%
Actual	13.9%	14.4%	14.4%	15.4%
Dollars	\$1,628,279,000	\$1,752,777,000	\$1,797,265,503	\$1,850,400,766
SUBCONTRACTING				
Goal	42.0%	49.0%	49.0%	47.0%
Actual	40.1%	49.0%	43.6%	47.2%
Dollars	\$1,676,717,277	\$1,928,594,745	\$1,718,660,668	\$1,373,254,949

* Preliminary data



Decreasing Prime Awards to Small Businesses

- Shuttle vs. Exploration
- Recertification issues

Communications and Working Relationships

- Industry partners
- Mission Directorates
- Procurement
- Agency Small Business Specialists
- Small Business Administration



Develop Agency Policies and Procedures

- Acquisition Planning
- Solicitations – Past Performance
- Subcontracting Plans
- Award fees
- Market Surveys
- Small Business Program Goals for each Center and for Agency



Establish Standard Contract Clauses

- Solicitations – Requirements vs. Goals
- Subcontracting Plans
- Award fees



Review Current and Implement New Programs to Enhance SB Participation

- Mentor-Protégé Program
 - SBIR Program
 - HBCU/MI
- SB Technical Advisor Role
- Small Business Continuous Improvement Plan
- Small Business Training Sessions for Procurement and Mission Directorates



Enhance Communications

- Create a NASA Small Business Specialist Council
- Meet on a regular basis with Center Procurement Offices
- Meet on a regular basis with personnel from the Mission Directorates
- Establish Industry Councils to enhance idea exchanges for increasing small business participation in both prime and subcontracting



Enhance communications (cont'd)

- Meet on a regular basis with the SBA and other federal agencies
- Enhance OSBP website
- Publish electronic newsletter to publicize Agency small business success stories





OPEN DISCUSSION



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Office of Small Business Programs